



April 16, 2002

***** ADDENDUM *** ADDENDUM *** ADDENDUM *****

SOLICITATION: LW2904
DUE DATE: 05/14/02
TIME: 3:00 P.M.

**DESCRIPTION: STATEWIDE CONTRACT FOR VOICE OVER IP
COMMUNICATIONS SYSTEMS**

ADDENDUM #3

- 1. Please see attached 1-page document for RFP questions and responses. The proposal due date remains unchanged.**

*****END OF ADDENDUM*****

To acknowledge receipt of addendum, include a copy of this addendum with RFP submittal or give written acknowledgment with the RFP. It shall be the responsibility of the bidder to appropriately disseminate this information to all concerned prior to the assigned bid time.

Signature

Date

**STATEWIDE CONTRACT FOR
VOICE OVER IP COMMUNICATIONS SYSTEMS**

RFP LW2904 - Addendum 3

April 16, 2002

Please note the following two clarification-related questions and answers:

QUESTION - Configuration Pricing Schedule - Appendix 12 (A12.10.)

The design and pricing requirements of Locations A, B, C and D each have a column for "Equipped", "Wired", and Maximum." Please elaborate upon what you are requesting as far as "Equipped", "Wired" or the "Maximum".

RESPONSE

Equipped – Offerors must provide pricing for all the system hardware and software components (common equipment) and the station equipment, applicable licenses, ports, hours of storage, etc. for the quantities reflected under this column heading.

Wired – Offerors must provide pricing for all the hardware, software, installation and maintenance as instructed for "Equipped" and the system components required to allow the State to add station users, mailboxes, etc. up to the quantities under this column without having to purchase or install any additional system components such as circuit packs/blades, licenses, hours of storage, etc. In other words, the State would only incur costs to purchase the end equipment such as the telephones or leased facilities.

Maximum – Offerors must provide pricing for the system cabinetry and software release that allows the State to install up to the quantities identified under this column by purchasing the applicable circuit packs/blades, licenses, hours of storage and station equipment. The State would not need to incur costs to replace the cabinetry or upgrade to a newer version of software in order to reach the maximum quantities.

QUESTION - General

This question is to clarify the role of business partners. We have many business partners that help us with our marketing efforts, as do other vendors. May we submit one proposal that proposes utilizing our business partners as our sources of fulfillment, or do you want separate proposals from each individual partner?

RESPONSE

This RFP does not specify the business model that offerors must propose; offerors have the opportunity to determine and propose the best business model solution believed to be the most advantageous.